

## Message Text

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ACTION AF-06

INFO OCT-01 NEA-09 ISO-00 AID-05 CIAE-00 EB-07 FRB-03

INR-07 NSAE-00 RSC-01 TRSE-00 XMB-02 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 AGR-05 STR-01 SSO-00

INRE-00 /059 W

----- 062812

O R 280825Z JAN 75

FM AMEMBASSY DAR ES SALAAM

TO SECSTATE WASHDC IMMEDIATE 7336

INFO USDOC WASHDC

AMEMBASSY KUWAIT

LIMITED OFFICIAL USE DAR ES SALAAM 0271

FOR AF/E (GAY)

E.O.11652: N/A

TAGS: BEXP, BTIO, TZ

SUBJECT: WASHINGTON VISIT OF NATIONAL TEXTILE OFFICER OFFERS  
OPENING TO DISCUSS TANZANIAN INVESTMENT OPPORTUNITY

REF: DAR ES SALAAM A-218, DATED DECEMBER 26, 1974

1. IN REPAIR IT IS SUGGESTED THAT MARRIAGE OF ARAB CAPITAL AND US EXPERTISE COULD PRODUCE PROJECTS IN TANZANIA WHICH COULD GENERATE EXPORT ORDERS FOR US COMPANIES. ONE PROJECT MENTIONED SPECIFICALLY IN REPAIR IS TEXTILE MILL, PROPOSED AS JOINT VENTURE WITH STATE-OWNED NATIONAL TEXTILE CORPORATION (TEXCO). EMBOFF, RECENTLY IN US ON EMERGENCY LEAVE, DISCUSSED PROPOSAL WITH USDOC, OPIC, CHASE-MANHATTAN BANK AND AMATEX OFFICERS. WHILE ALL RECOGNIZED THAT TANZANIAN TEXTILE PROJECT WILL NOT BE EASY TO GLUE TOGETHER, ALL BELIEVE PROPOSAL INTERESTING ENOUGH TO LOOK AT.

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2. OPPORTUNE VISIT, SCHEDULED FOR JANUARY 29-31, BY

TEXCO FINANCIAL DIRECTOR BRONTE DUPENS PROVIDES USEFUL OPPORTUNITY FOR USG OFFICIALS AND US COMPANY OFFICERS TO DISCUSS OPPORTUNITY WITH ABLE AND KNOWLEDGEABLE AUSTRALIAN EXPERT WHO CAN PROVIDE FULL PICTURE OF PROJECT, STATUS OF NEGOTIATIONS REGARDING OTHER FINANCING PROPOSALS AND BE BRIEFED ON TYPE OF INFORMATION WHICH US SIDE REQUIRES IN ORDER TO GO FORWARD. DUPENS CAREFULLY BRIEFED THAT HIS CONVERSATIONS WILL NOT LEAD IMMEDIATELY TO PROPOSALS BUT SHOULD PROVIDE FUEL TO INDUCE GREATER INTEREST AND ACTIVITY FROM US SIDE.

3. DUPENS, WHO LOOKS TO ARRIVE WASHINGTON MID-DAY JANUARY 29 AND HAS RESERVATIONS AT HILTON, MAKING TRIP TO CARRY FORWARD NEGOTIATIONS WITH IBRD TO FINANCE (WITH KUWAIT) EXPANSION OF MWANZA TEXTILE MILL. DUPENS ALLOWS HE WILL HAVE TIME AVAILABLE TO MEET WITH OR HAVE TELEPHONE CONVERSATIONS WITH THOSE INTERESTED IN DISCUSSING OTHER TEXCO PROJECTS. TO THIS END, DUPENS ADVISED TO TELEPHONE TANZANIA DESK (GAY) UPON ARRIVAL TO SCHEDULE APPOINTMENTS OR TELEPHONE CALLS. FOLLOWING NAMES SUGGESTED: (A) OPIC: BONNY HENDERSON (URGE APPOINTMENT BE ARRANGED FOR MISS HENDERSON TO MEET DUPENS IN PERSON); (B) USDOC: CRAIG ATKINS (MAJOR EXPORT PROJECTS DIV.) AND DEL GORDON OR MARY INOUSSA (FOREIGN INVESTMENT SERVICES DIV.); (C) AMATEX: FRANK WARD (FYI: BELIEVE WARD WOULD ALSO BE INTERESTED TO FEEL DUPENS OUT ON STATUS OF IBRD/TEXCO NEGOTIATIONS. DUPENS REASONABLY CONFIDENT TENDERS FOR MWANZA EXPANSION WILL GO OUT IN MARCH); (D) CHASE-MANHATTAN: TOM SHATTEN OR DAVID BUCKMAN (DUPENS PLANS TO LEAVE WASHINGTON FRIDAY TO TRAVEL TO EUROPE ON FRIDAY FLIGHT. DUPENS WILLING TO COME BY CHASE ON HIS WAY THROUGH NEW YORK AND WE BELIEVE THIS WOULD BE ENTIRELY USEFUL FROM BOTH SIDES).  
CARTER

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**TAGS:** BEXP, BTIO, TZ  
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